

Message Text

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PAGE 01 ROME 20404 161258Z
ACTION EB-07

INFO OCT-01 EUR-12 NEA-10 ISO-00 CAB-02 CIAE-00 COME-00
DODE-00 DOTE-00 INR-07 NSAE-00 CIEP-01 FAA-00 XMB-02
TRSE-00 SS-15 /057 W
----- 027242 /23 45

R 161240Z DEC 76
FM AMEMBASSY ROME
TO SECSTATE WASHDC 1788
INFO AMEMBASSY TEHRAN
AMEMBASSY LONDON
AMEMBASSY PARIS
AMEMBASSY ATHENS
AMEMBASSY BRUSSELS

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DEPARTMENT PASS COMMERCE FOR COHEN, HALE, MYERS; EXIMBANK
FAA FOR CARY AND CARMICHAEL; BRUSSELS FOR FAA.

FROM RCSS DWOR.

E.O. 11652: N/A
TAGS: EAIR, EFIN, IR
SUBJECT: IRAN AIR FLEET EXPANSION

REF: ROME 19746, TEHRAN 11337.

1. MCDONNELL DOUGLAS SALES TEAM EFFECTED FORMAL DC-10-10
PRESENTATION TO IRAN AIR DECEMBER 6, FOLLOWED BY BOEING FORMAL
PRESENTATION (INCLUDING ADVANCED 727-286, 747SR, 747SP SR, AND
FUTURE 7X7 AND 7N7) DECEMBER 7. LOCKHEED-CALIFORNIA PRESENTATION,
COVERING L-1011-200 TRISTAR, SCHEDULED FOR DECEMBER 18.

2. GEORGE POHLE, MCDONNELL DOUGLAS SALES TEAM MEMBER, STATES IRAN
AIR MANAGING DIRECTOR AND SENIOR STAFF GIVE EVERY INDICATION OF
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IMPARTIALITY IN CURRENT DOMESTIC/REGIONAL WIDEBODIED AIRCRAFT
SELECTION PROCESS. ADDITIONALLY, AIRLINES DEPUTY MANAGING DIRECTOR
CORPORATE PLANNING TAJADOD STATES FINAL DECISION WILL NOT BE
REACHED BEFORE LATE JANUARY.

3. POHLE ALSO INDICATES CONTINUING MIDDLE-LEVEL IRAN AIR

PREOCCUPATION WITH MARGINAL ENGINE-OUT ENROUTE ALTITUDE PERFORMANCE
OF A-200B2K AIRBUS WITH FULL PASSENGER LOAD OVER ITALIAN
MOUNTAINOUS TERRAIN. THESE THREE FACTORS EASE, AT LEAST PARTIALLY,
RCAA MISGIVINGS TOWARDS A QUICK, POLITICALLY-ORIENTED GOI/IRAN
AIR DECISION FAVORING AIRBUS INDUSTRIE A-300B2K. RCSS AND SOME
U.S. AEROSPACE OBSERVERS CONTINUE TO FEAR POSSIBILITY SHAH PRIOR
COMMITMENT TO GOF PRESIDENT GISCARD D'ESTAING FOR IRANIAN
ACQUISITION AIRBUSES.BEAUDRY

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: REPORTS, SALES, CIVIL AVIATION, JET AIRCRAFT
Control Number: n/a
Copy: SINGLE
Draft Date: 16 DEC 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ElyME
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976ROME20404
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760463-0387
From: ROME
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761237/aaaabfjv.tel
Line Count: 69
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 ROME 19746, 76 TEHRAN 11337
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 06 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 APR 2004 by ShawDG>; APPROVED <06 AUG 2004 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: IRAN AIR FLEET EXPANSION
TAGS: EAIR, EFIN, IR, US, BOEING, LOCKHEED, MCDONNELL DOUGLAS
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006